## Country Garden Holdings Company Limited

## 碧桂园控股有限公司

Stock Code:2007.HK

Newsletter **April 2016** 

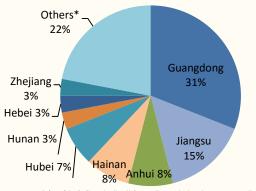


Country Garden Holdings Company Limited ("Country Garden" or the "Company") together with its subsidiaries, (collectively, the "Group") (stock code: 2007) is one of China's leading integrated property developers. It has standardized operations with business comprising property development, construction, installation, fitting, property management, as well as hotel development and management. In addition, "Country Garden" has been named by the PRC State Administration for Industry and Commerce as "China's Well-Known Trademarks" in the property sector in 2006. The Group became a constituent stock of MSCI Global Standard Indices on 1 September 2007. It also became a constituent stock of Hang Seng Composite Index and Hang Seng Mainland 100 on 10 September 2007.

#### **Contracted Sales**

■For the first 3 months of 2016, the Group, together with its joint ventures and associates, achieved contracted sales of approximately RMB42.87 billion with contracted sales GFA of approximately 5.63 million square meters ("sqm") (among which, the contracted sales and contracted sales GFA attributable to owners of the Company amounted to RMB33.57 billion and 4.66 million sqm, respectively).

Geographical breakdown of contracted sales for the first 3 months of 2016 (By Value)

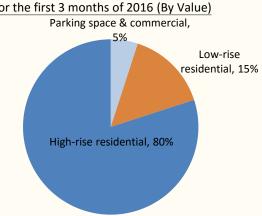


Note: Others\* including Tianiin, Sichuan, Guangxi, Liaoning, Henan, Fujian, Guizhou, Gansu, Shandong, Chongqing, Jiangxi, Inner Mongolia, Yunnan, Heilongjiang, Shaanxi, Shanxi, Jilin, Australia and Malaysia.

#### City type breakdown of onshore contracted sales for the first 3 months of 2016 (By Value)



Product type breakdown of contracted sales for the first 3 months of 2016 (By Value)



Tier cities breakdown of contracted sales for the



Investor Relations Department -Country Garden Holdings Company Limited Email:ir@countrygarden.com.cn

PR Consultant – iPR Ogilvy & Mather Callis Lau - Co-Managing Director D: (852) 2136 6952

F: (852) 3170 6606

E: callis.lau@iprogilvy.com

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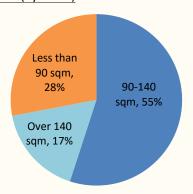
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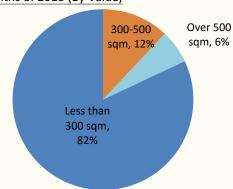


#### Contracted Sales (Cont'd)

Unit size breakdown of contracted sales of highrise residential products for the first 3 months of 2016 (By Value)



Unit size breakdown of contracted sales of low-rise residential products for the first 3 months of 2016 (By Value)



■Top ten domestic cities achieved the highest contracted sales for the first 3 months of 2016 were as follows; the aggregated contracted sales amount in these 10 cities was approximately RMB18.93 billion, accounting for approximately 44.2% of the Group together with its joint ventures and associates' total contracted sales.

Cities (By Location)	Contracted Sales (RMB Billion)	Contracted Sales GFA ('000 Sqm)	Contracted Sales ASP (RMB per Sqm)
Guangdong – Huizhou City	3.46	456	7,591
Hainan – Lingshui County	2.76	173	15,981
Guangdong – Guangzhou City	2.17	189	11,440
Hubei – Wuhan City	2.09	273	7,630
Guangdong – Foshan City	1.92	233	8,267
Guangdong – Dongguan City	1.56	136	11,488
Jiangsu – Zhenjiang City	1.32	210	6,311
Jiangsu – Nanjing City	1.30	113	11,488
Jiangsu - Suzhou City	1.22	125	9,799
Tianjin – Tianjin City	1.13	139	8,124



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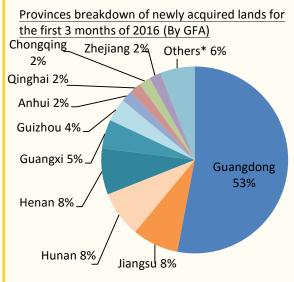
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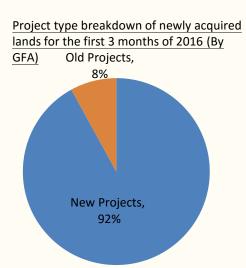
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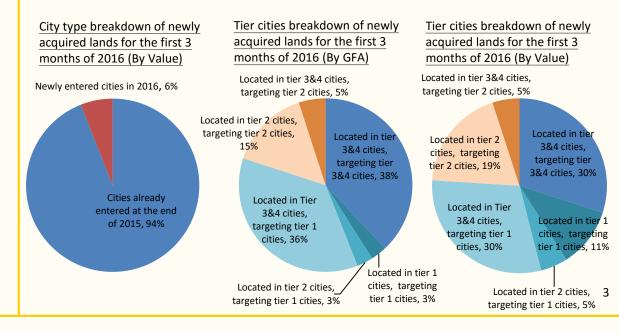
### **New Land Acquisitions**

■The Group acquired RMB40.74 billion (including minority interests) new lands with an estimated GFA of 26.26 million sqm for the first 3 months of 2016. The estimated attributable GFA to the owners of the Company was approximately 18.72 million sqm, and the total land premium was approximately RMB27.26 billion, the average land price was approximately RMB1,456 per sqm. The breakdown of the estimated attributable GFA or value to the owners of the Company was as follows:





Note: Others\* including Liaoning, Hebei, Fujian, Hubei, Shandong, Yunnan, Shanxi, Gansu, Shanghai





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New Land Acquisition in 2016							
Dungings	Ducinat	City (District)	Site Area	Expected GFA	Land Cost	CG Equity	
Province	Project	City (District)	(sqm)	(sqm)	(RMB Million)	Ratio**	
Guangdong	Maoming Country Garden Institution One *	Maoming(Maonan)	38,958	136,353	235	100%	
Shandong	Country Garden - Jade City*	Weifang(Zhucheng)	86,026	111,834	135	47%	
Henan	Country Garden - Phoenix Bay	Xinxiang(Pingyuan)	32,000	80,000	48	70%	
Henan	Country Garden - Dragon City*	Zhengzhou(Xingyang)	34,667	100,533	105	51%	
Hubei	Enshi Country Garden*	Enshi(Chengbeixinqu)	113,933	136,720	137	43%	
Hubei	Jingshan Country Garden*	Jingmen(Jingshan)	74,788	77,780	34	43%	
Guangdong	Country Garden Wealthy Bay	Huizhou(Dayawan)	755,334	2,114,934	2,298	45%	
Guangdong	Country Garden Shenhui City	Huizhou(Huiyang)	227,879	546,910	520	81%	
Jiangsu	Muyang Country Garden*	Suqian(Muyang)	68,958	137,916	124	100%	
Guangxi	Liujiang Country Garden	Liuzhou(Liujiang)	44,596	127,544	53	93%	
Liaoning	Country Garden - Galaxy City	Shenyang(Yuhong)	119,396	238,791	136	100%	
Henan	Country Garden - The Cullinan*	Zhengzhou(Jingkaiqu)	19,447	77,787	380	51%	
Henan	Country Garden - Wanshan Lake One*	Zhengzhou(Xingyang)	99,553	179,196	161	51%	
Guangdong	Country Garden Longyue Mansion	Huizhou(Dayawan)	60,000	210,000	254	90%	
Guangdong	Country Garden - Jiulong Bay*	Zhaoqing(Huaiji)	116,000	348,000	205	85%	
Guangdong	Country Garden - Chashan Mansion*	Dongguan(Chashan)	26,000	78,000	120	56%	
Guangdong	(To be confirmed)*	Dongguan(Shijie)	96,667	212,667	241	94%	
Henan	Country Garden - The Cullinan*	Pingdingshan(Weidong)	71,136	241,861	484	51%	
Shandong	Wendeng Country Garden	Weihai(Wendeng)	26,665	50,664	27	100%	
Zhejiang	(To be confirmed)*	Wenzhou(Yongjia)	39,393	126,058	786	90%	
Guangdong	Country Garden - Xijiang Mansion Phase II*	Jiangmen(Pengjiang)	56,943	170,829	346	46%	
Guangdong	Xiaojingwan Project Phase I & II*	Huizhou(Huidong)	200,010	474,024	640	51%	
Guangdong	Xiaojingwan Project Phase III*	Huizhou(Huidong)	45,162	107,035	145	51%	
Zhejiang	Country Garden - Shi-li-jiang-nan*	Suzhou(Wujiang)	971,598	194,320	233	37%	
Guangdong	Poly Country Garden Zhongbin Garden*	Foshan(Shunde)	144,962	353,706	1,250	50%	
Guangdong	Tianhe Xiaoxintang Project*	Guangzhou(Tianhe)	43,619	114,282	624	60%	
Shanghai	(To be confirmed)*	Shanghai(Pudong)	104,361	125,233	914	25%	
Jiangsu	Country Garden - Cullinan Bay	Nantong(Tongzhou)	48,333	59,933	203	100%	
Guangdong	Yingde Country Garden	Qingyuan(Yingde)	49,325	73,988	31	60%	
Guangdong	Country Garden - Jiulong Bay*	Zhaoqing(Huaiji)	48,289	144,867	85	85%	
Fujian	Country Garden - Cullinan Bay*	Quanzhou(Fengze)	129,333	388,000	870	46%	
Jiangsu	Jiangyan Country Garden*	Taizhou(Jiangyan)	50,867	126,658	333	100%	
Henan	Country Garden - Tianyu*	Luoyang(Luolong)	88,000	140,800	281	85%	



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	THE WEATHER	City (District)	Site Area	Expected	Land Cost	CG	
Province	Project		(sqm)	GFA (sqm)	(RMB Million)	Equity Ratio**	
Guangdong	Poly Country Garden Tianhui Garden*	Foshan(Chancheng)	136,354	522,237	1,959	50%	
Hunan	Country Garden Park One*	Changsha(Tianxinqu)	92,000	214,360	83	51%	
Guangdong	Dongshangu Country Garden*	Meizhou(Meijiang)	236,667	449,667	596	83%	
Guangdong	Country Garden Grand Count*	Guangzhou(Zengcheng)	138,281	345,703	728	85%	
Hebei	Country Garden Guan-shan-yue*	Zhangjiakou (Xiahuayuanqu)	86,000	43,800	77	48%	
Guangdong	Country Garden - Ten Miles Coast	Huizhou(Huidong)	16,400	57,400	47	100%	
Guangdong	(To be confirmed)*	Shenzhen(Longgang)	21,533	91,947	1,288	100%	
Henan	Country Garden Nanyang Mansion*	Nanyang(Wolong)	88,393	290,814	371	43%	
Hunan	Wujiang - Country Garden City Plaza*	Loudi(Louxing)	120,667	539,380	272	51%	
Hunan	Huaihua Country Garden Phase Two	Huaihua(Hecheng)	289,333	624,960	282	43%	
Jiangsu	Country Garden - Xian-lin-dong-jun*	Zhenjiang(Jurong)	89,333	196,533	285	51%	
Henan	Tianhui Country Garden*	Anyang(Wenfeng)	50,000	175,000	125	51%	
Guangdong	Danzao Country Garden*	Foshan(Nanhai)	83,743	293,102	352	100%	
Guizhou	Country Garden Weng'an Mansion*	Qiannanzhou(Weng'an)	34,933	52,400	31	80%	
Chongqing	Country Garden - Jade Bay*	Chongqing(Yongchuan)	144,667	111,393	139	51%	
Guangdong	Pingyuan Country Garden*	Meizhou(Pingyuan)	106,000	243,800	120	93%	
Jiangsu	Country Garden - Europe City Phase Two	Chuzhou(Nanqiao)	119,153	256,180	133	100%	
Yunnan	Country Garden - Phoenix Bay*	Kunming(Panlong)	40,000	80,000	230	99%	
Guangxi	Country Garden - Phoenix Bay*	Liuzhou(Chengzhongqu)	235,863	467,008	2,270	93%	
Henan	Country Garden - Dragon City*	Zhengzhou(Rongyang)	70,667	212,000	198	51%	
Henan	Ruzhou Country Garden*	Pingdingshan(Ruzhou)	128,667	257,333	80	100%	
Zhejiang	Country Garden Jun-yue-hao-ting*	Wenzhou(Cangnan)	62,402	124,804	59	51%	
Guizhou	Country Garden - Zunyi One*	Zunyi(Nanbuxinqu)	296,253	622,132	390	93%	
Jiangsu	Vanke Country Garden*	Suzhou(Wuzhong)	76,420	213,976	809	43%	
Guangdong	(To be confirmed)*	Guangzhou(Baiyun)	24,032	98,531	1,250	17%	
Guangdong	(To be confirmed)*	Guangzhou(Baiyun)	15,951	65,399	840	17%	
Guizhou	Jinsha Country Garden*	Bijie (Jinsha)	126,000	217,980	104	92%	
Heibei	Country Garden Guanting Lake	Zhangjiakou(Huailai)	78,873	69,408	83	51%	
Henan	Country Garden Phoenix Bay*	Luoyang(Xigong)	132,667	534,647	629	68%	
Anhui	Ningguo Country Garden*	Xuancheng(Ningguo)	56,667	102,000	93	85%	
Guangxi	Country Garden Jade Bay*	Liuzhou(Luzhai)	49,170	122,924	78	93%	
Guangdong	Country Garden Yufu*	Foshan(shunde)	74,667	221,013	484	100%	
Jiangsu	Country Garden Daxue Yinxiang*	Zhenjiang(Jurong)	205,293	410,587	550	75%	
Jiangsu	Country Garden Jade Mansion*	Zhenjiang(Jurong)	127,807	319,517	527	85%	
Jiangsu	Country Garden Mount Earl*	Zhenjiang(Jurong)	32,520	65,040	98	85%	



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Province			(sqm)	(sqm)	(RMB Million)	Ratio**	
Anhui	Dongzhi Country Garden*	Chizhou(Dongzhi)	109,355	188,091	256	43%	
Hebei	Country Garden - Jade County*	Handan(Jinanxin)	165,551	188,728	139	74%	
Guangdong	Lianfeng Country Garden Tianhui Bay*	Foshan(Gaoming)	67,333	202,000	24	30%	
Hunan	Hanshou Country Garden*	Changde(Hanshou)	166,000	214,140	149	43%	
Guangdong	(To be confirmed)*	Huizhou(Huiyang)	1,634,667	3,923,202	4,393	100%	
Guangdong	Country Garden Huijing County*	Guangzhou(Zengcheng)	59,333	118,667	38	43%	
Jiangsu	Country Garden Xianlinyunshu*	Zhenjiang(Jurong)	66,667	70,000	212	75%	
Qinghai	Xining Country Garden*	Xining(Chengbei)	144,000	403,200	690	84%	
Anhui	Linquan Country Garden*	Fuyang(Linquan)	98,830	217,425	268	60%	
Guangdong	Country Garden Longwan County*	Foshan(Shunde)	67,333	181,800	519	100%	
Hunan	Huayao Country Garden Phoenix Bay*	Hengyang(Shigu)	340,667	531,440	435	60%	
Jiangsu	Liyang Country Garden	Changzhou(Liyang)	80,667	111,320	132	85%	
Anhui	Country Garden Europe City	Chuzhou(Nanqiao)	98,020	147,030	95	100%	
Hubei	Country Garden - Jade County*	Huanggang(Macheng)	71,333	88,453	66	51%	
Gansu	Zhonghe Country Garden - Jade Bay*	Baiyin(Baiyin)	71,333	94,160	54	43%	
Hunan	Changde Country Garden*	Changde(Wuning)	197,333	517,014	360	85%	
Guangxi	Guigang Country Garden*	Guigang(Gangbei)	143,073	357,684	412	93%	
Chongqing	Wuxi Country Garden*	Chongqing(Wuxi)	130,667	326,667	161	80%	
Hunan	(To Be Confirmed)*	Shaoyang(Shaodong)	35,333	39,573	31	51%	
Hebei	Country Garden-Jingshanling Greatwall Valley	Chengde(Luanping)	23,067	12,917	7	50%	
Zhejiang	(To Be Confirmed)*	Hangzhou(Xiaoshan)	26,557	185,898	875	30%	
Shanxi	Taiyuan Country Garden*	Taiyuan(Xiaodian)	63,607	95,410	232	51%	
Guangdong	(To Be Confirmed)*	Huizhou(Huiyang)	1,486,667	1,486,667	2,624	55%	
Guangdong	(To Be Confirmed)*	Guangzhou(Baiyun)	9,067	37,174	469	17%	
Total			13,176,037	26,258,862	40,739		
March sub-total			6,240,125	11,801,778	15,289		

<sup>\*</sup>New projects in 2016

<sup>\*\*</sup>CG's project level equity stake may subject to change due to the implementation of the partnership scheme, under which CG's senior management teams from both HQ and project level are required to take no more than 15% of equity of all the projects acquired after October 2014.